

FTC letter regarding "Business Opportunity Rule, R511993"

**The requirement of a 7-day waiting period:**

The change in this rule would not be a positive change for my business or any other current or future Quixtar IBO. As an Independent business owner since Dec 99 I have been successful in sharing opportunities with prospects educating them about the time and effort that would be necessary to be successful in this industry and that it would not be "get rich quick". I have reached the Founders Platinum level in this industry and have helped others reach the 4000 levels.

From my experience people that register are educated and know what their risks are as I have informed them of the average incomes of Business Owners at various levels. I have given them the SA-4400 document in our initial meeting and I answer many questions and introduce them to other individuals who have started building their business powered by Quixtar so that they can relate and understand the process. This is how I was registered and the exact same pattern is followed today and is taught within our organization.

When a new person registers they invest about 350.00 dollars with Registration and some sample products to familiarize themselves with the products. 100 % of this is refundable if the individual chooses.

If I travel a great distance to meet with an individual and they are ready to get started currently we start the process. If there were a change in how this process took place I would get the privilege of returning 7 days later and if it were hundreds or even thousands of miles away I could see this as a tremendous hardship on both the new person and the Business Owner. On a second thought if I registered a person and their parents wanted to register in their son or daughter's business why would the parents have to wait 7 days and what would the benefits be? This change brings up SO many potential problems the more I think about it.

When I meet with a potential new IBO, I go over the business plan, I ask many questions about what they would like to accomplish and what they are willing to do in the way of effort to accomplish this goal? I give them the SA-4400 and if they're ready to get started I fill out the Quixtar IBO application. I then set a time to meet with them usually within the next 48-72 hours to get them started. This is where we develop a gameplan and a list of names or resources. If they are not ready to get started I set a time to get back together with them again within 48-72 hours and answer questions they have. I have given them a bit of follow up material to look at online etc to assist in answering their questions.

If I had to provide references and a list of other Ibos in my area there would be a challenge that the prospect might go and register with another person instead of the original person that invested the time in sharing the opportunity, aside for the fact that

weekly we have workshops and the people would get to meet each other at these events as well as hear the experiences of others.

I feel like my privacy would be compromised if there was a rule that my name address and phone # where to be given to prospects. This would compromise the system we have that as a person grows in the business they have more access to people that have built bigger businesses.

The litigation part of the idea concerns me. I'm unclear who the seller is as well the way it's written it would include every IBO in the country and I'm not sure I have access to the information nor do I need it to effectively build my business. This would also not be limited to cases found against the seller but even filed cases with no merit.

Disclosure is covered in the SA 4400 from Quixtar. It is simple and effective. A New person needs it to be simple easy and fun. Not a pile of paperwork and rules, keep it simple has always been my motto! If I/We had to give specific information on each and every level of income in the business there would be confusion in the business plan. If the FTC's goal is to protect and enable the prospect to have clear consise information the straight facts backed up with simpleeasy to read data makes the most sense in my opinon?

To disclose my finaces would not help a new person to make a decision. Why should the success I've had in ALL areas of my life be open to the new person? My education in the Quixtar business has allowed me to make gains in many areas.

I cannot see how changing the registration process would be a positive for the new person? If a person is ready to go then why should they have to wait? Quixtar has a 30 no questions asked money back return policy on registrations, wouldn't that be more than sufficient to handle the view being looked at here?

If I want to buy a new car and the salesperson told me I had to wait 7 days would I want to still purchase that car or might I have changed my mind on the brand of car since I was not able at that time to follow my heart?

In my 6 years building this business I have had less than 5 people register and ask to have a refund. In a Founders Platinum Business spanning many states in the US I think that's a significant percentage to show how this rule is not needed and that time and resources could be better spent my the FTC in other places.

I'm grateful for the FTC and their stance to protect the individuals. We are all individuals and we all have the chance to exercise free enterprise. Let's keep it free without more and more restrictions and let the system that is in place continue to work as it has for many years.